

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

UNCLAS STATE 075146

E.O. 11652: N/A

TAGS: BEXP, LE

SUBJ: POSSIBLE EXPORT OPPORTUNITY HINGING ON VISA APPROVAL

1. COMMERCE DEPARTMENT CONTACTED BY BRAISH AND ASSOCIATES, INC, FT WAYNE, INDIANA BEHALF OF SAADOUNI MAHMOUD AL BUNNIA, IRAQI NATIONAL, WHO WISHES APPLY FOR U.S. VISA THROUGH AMEMBASSY, BEIRUT.

2. ACCORDING TO BRAISH ASSOCIATES, AL BUNNIA HAS OFFICE IN BEIRUT (TEL 243113) AND WON RECENTLY LARGE ROAD CONSTRUCTION CONTRACT IN UNSPECIFIED NEIGHBORING COUNTRY. BRAISH BEIRUT AGENT, M. HASSOUN BOX 7557, TEL: 235097) ANXIOUS HAVE AL BUNNIA VISIT U.S. AS HIS PRINCIPAL HOPES TO SELL AL BUNNIA MORE THAN \$1 MILLION WORTH NEW AND USED EARTH MOVING MACHINERY. AL BUNNIA WISHES INSPECT THE MACHINERY PERSONALLY. HASSOUN STATES EMBASSY INFORMED HIM THAT VISA PROCESSING WOULD TAKE A MONTH AND HE IS AFRAID THAT SUCH DELAY MIGHT IMPEDE THIS SALE.

3. ALTHOUGH BRAISH LISTED DUNN BRADSTREET ONLY AS EQUIPMENT SUPPLIER, ESTABLISHED 1972, WITH NO COMPOSITE RATING, WE LEARNED THAT FIRM IS AGGRESSIVE, QUALIFIED EXPORTER AND EXPORT MANAGEMENT FIRM WITH GOOD LINKS TO INTERNATIONAL HARVESTER. ALTHOUGH COMPANY'S PREVIOUS SALES SMALLER THAN TRANSACTION IN UNCLASSIFIED

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QUESTION, FIRM HAS GOOD BANK REFERENCES AND LOCAL REPUTATION.

PRESIDENT IS GHAZI F. BRAISH, OF LEBANESE BACKGROUND, AND MUSTAFA
BAHRANI, OF IRANIAN BACKGROUND, VICE PRESIDENT.

4. WE HAVE SUGGESTED THAT BRAISH PHONE CONSULAR OFFICE,
BEIRUT, TO PROVIDE WHATEVER ADDITIONAL INFORMATION NEEDED TO
EXPEDITE VISA PROCESSING.

5. IN VIEW OF EXPORT POTENTIAL, WOULD APPRECIATE CONSULAR
OFFICER IN COOPERATION WITH COMMERCIAL ATTACHE GIVING THIS
MATTER EARLIEST ATTENTION. KISSINGER

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